

**REGIONAL MUNICIPALITY  
OF HAMILTON-WENTWORTH**  
ECONOMIC DEVELOPMENT DEPARTMENT  
P.O. BOX 910  
HAMILTON, ONTARIO  
CANADA L8N 3V9

## THE CHECK LIST

Whether its a joint venture, licensing or transfer of technology, we encourage you to secure your interest by checking out the following useful list.

- Cost of Royalty or other arrangement
- Partner competence, compatibility and reputation
- Confidence and respect for each others interest
- Ownership participation
- Level of technology, quality, standard
- Assistance in material supply
- Assistance in sales and advertising
- Agreement: duration, definitions, territory and arbitration
- Corporate limitations, transfer of shares, management and voting rights
- Government assistance
- Government approvals
- C.S.A. and U.L. approvals

THE GUIDELINES ARE NOT INTENDED TO BE COMPLETE OR EXHAUSTIVE

### HAMILTON-WENTWORTH ECONOMIC DEVELOPMENT DEPARTMENT PROVIDES:

- Free confidential service
- Introduction to Government authorities; we cut red tape
- Introduction to specialist consultants
- Introduction to appropriate joint venture partners
- Identification of potential products for manufacture under license

NO LEGAL OBLIGATION ATTACHES TO ANY INTRODUCTION. PARTIES MUST MAKE THEIR OWN ENQUIRIES TO SATISFY THEMSELVES AS TO PRODUCT OR COMPANY

## Joint Venture and Licensing in

## HAMILTON-WENTWORTH



CASONHW978  
83J58

URBAN/MUNICIPAL

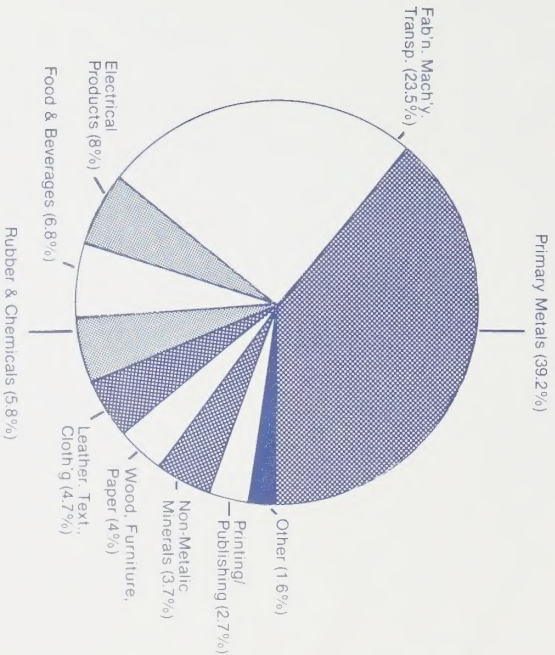


## The Successful Base For Your North American Operation



**HAMILTON-WENTWORTH INDUSTRIES** offer opportunities under license and joint venture initiatives

**MANUFACTURING STRUCTURE METROPOLITAN HAMILTON**



**STRUCTURE OF INDUSTRIAL EMPLOYMENT HAMILTON-WENTWORTH (1981)**

- Diverse industrial base
- Manufactured shipments \$7.3 billion in 1980
- Over 800 manufacturing companies
- Productivity oriented labour in a variety of skills
- A market of 100 million people within one day's drive
- Direct access to North American inter-provincial and interstate highway system as well as major air and rail links
- A central, expanding and successful location

**BENEFITS TO LOCAL FIRMS**

- Expansion opportunities
- Minimize new business risk
- Utilization of idle capacity
- Access to new technology
- Improve competitive position
- Improve cash flow
- Reduce tooling cost
- Increase market share

**ADVANTAGES TO FOREIGN MANUFACTURERS**

- Minimize the risk of penetrating new market
- Offers alternative to establishing branch operation in Canada
- Opportunity for Research and Development
- Reduce research time
- Low transportation cost
- Ability to compete effectively in the North American market
- Enhance customer confidence through local manufacture and after sales service
- A secure foothold in and close monitoring of overseas markets

We are interested in discussing:

- ☐ Licensing our products or process for manufacturing in Hamilton-Wentworth
- ☐ Forming a joint venture with a Hamilton-Wentworth company
- ☐ Establishing a branch plant in Hamilton-Wentworth
- ☐ Co-operation with foreign company

- ☐ Links with North American firms
- ☐ Please send sample of product
- ☐ Please send brochures

Previous North American Experience

YES ☐ NO ☐

The product or process involved is:

Name \_\_\_\_\_

Company \_\_\_\_\_

Phone No. \_\_\_\_\_

Telex \_\_\_\_\_

Address \_\_\_\_\_